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ASX:SPX

# Q2 FY24 Business Update Investor Webinar

7 February 2024

*Spenda Limited (The Company)*



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- General economic conditions and levels of economic activity;
- Global financial conditions;
- Financing risks;
- Degree of competition in the industry;
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- Changes in employee relations; and control of costs and expenses.

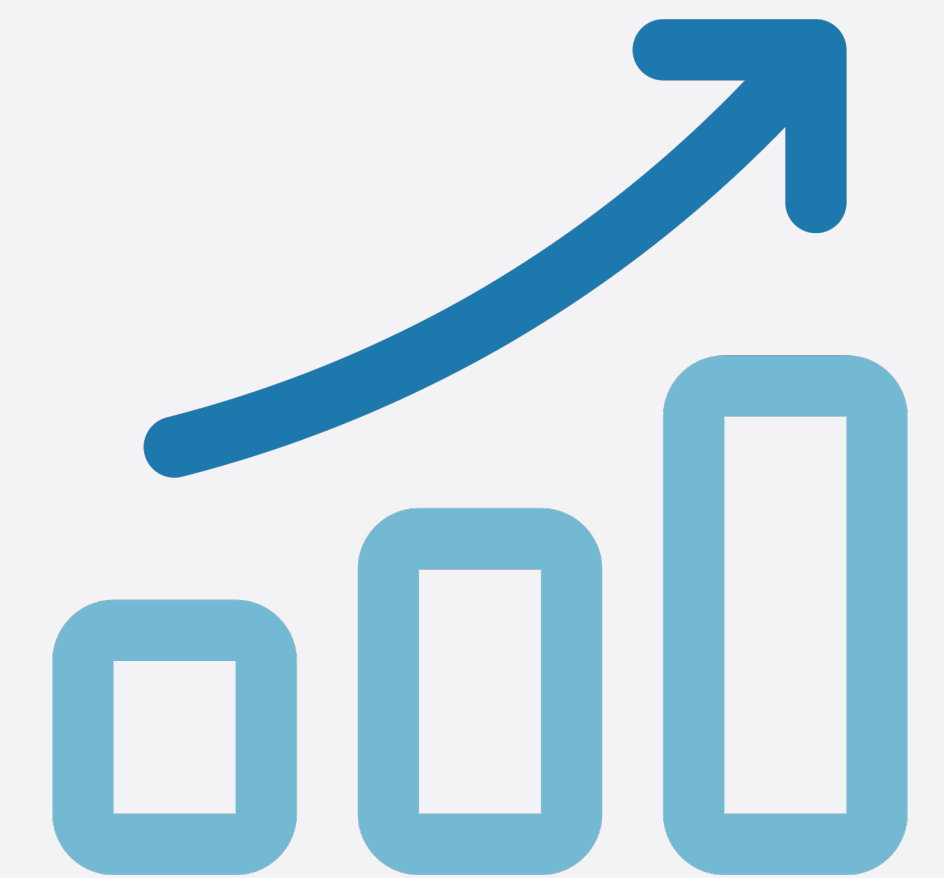
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All references to currency are in AUD unless otherwise specified.

## Key Highlights in Q2 FY24

- ✓ Record Q2 cash receipts from customers of \$1.38m
- ✓ New partnerships generating revenue momentum
- ✓ Q3 FY24 revenue is expected to exceed Q2 FY24
- ✓ AirPlus partnership adds a new card blended finance capability for eligible clients
- ✓ Cornerstone investment by Capricorn raises \$7.175m
- ✓ Sufficiently funded to achieve commercial ambitions



# Q2 FY24 financial results snapshot

Cash Receipts

**\$1.38m**

**+84%**



Q1 FY24: \$749K

Total Payment Flow

**\$64m**

**+3.6%**



Q1 FY24: \$61.8m

Total Loan Book

**\$12.9m**

**+4.9%**

Q1 FY24: \$12.3m

Average Portfolio Yield

**21.2%**

**STEADY QUARTER ON QUARTER**

Market Cap

(as at 2 Feb 2024)

**\$73.5m**

Cash on Hand

(as at 31 December)

**\$6m**

\*Excludes Capricorn investment





## UNIQUE CUSTOMER VALUE PROPOSITION

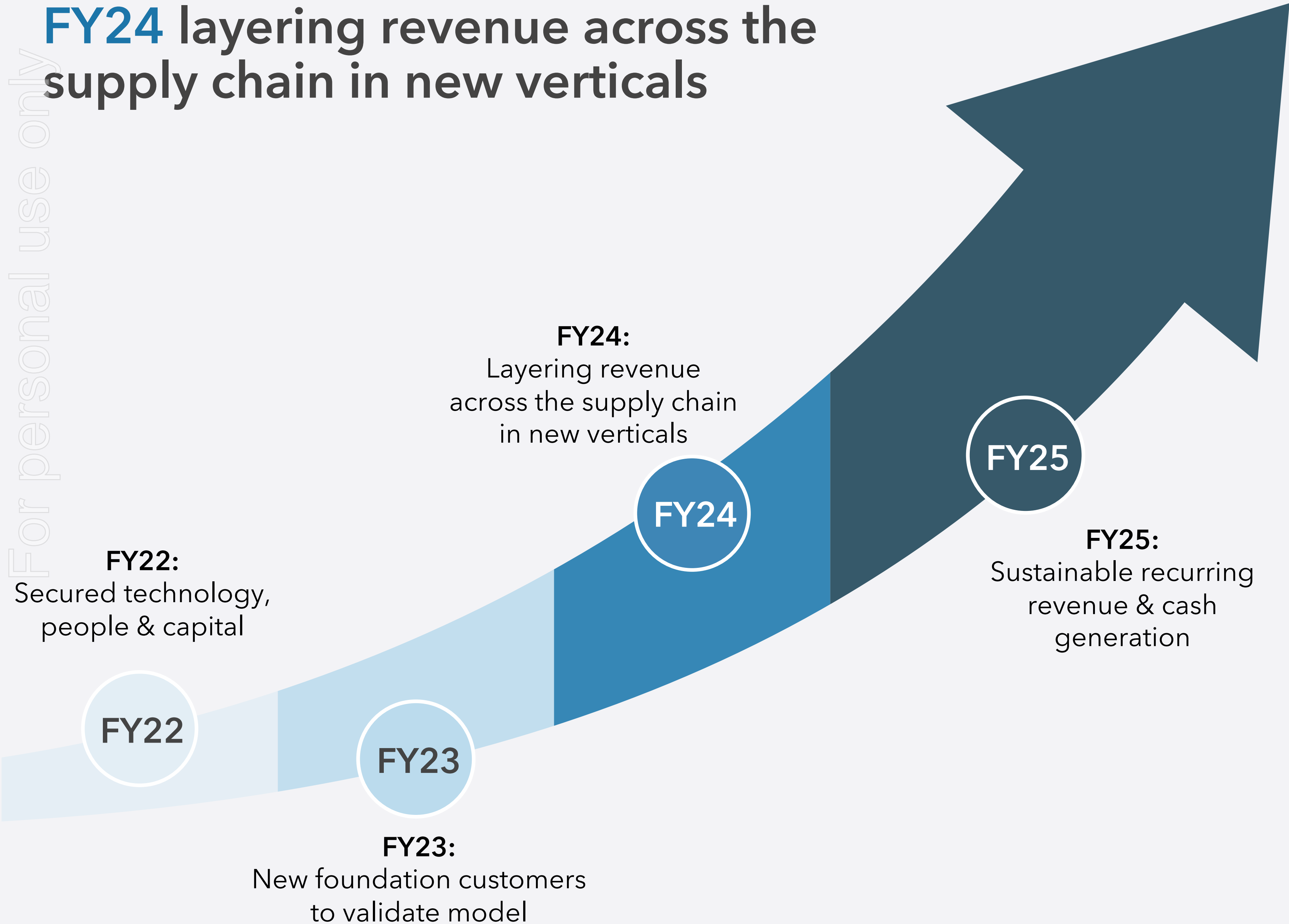
Spenda is an **integrated business platform** that enables businesses across the supply chain to **sell better** and **get paid faster**.

Spenda is both a **software solutions provider** and a **payment processor**, delivering the essential infrastructure to **streamline processes** before, during and after the payment event.



# FY24 layering revenue across the supply chain in new verticals

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## Previous Acquisitions



## Customers & Partnerships





## Benefits of Spenda's unique business model

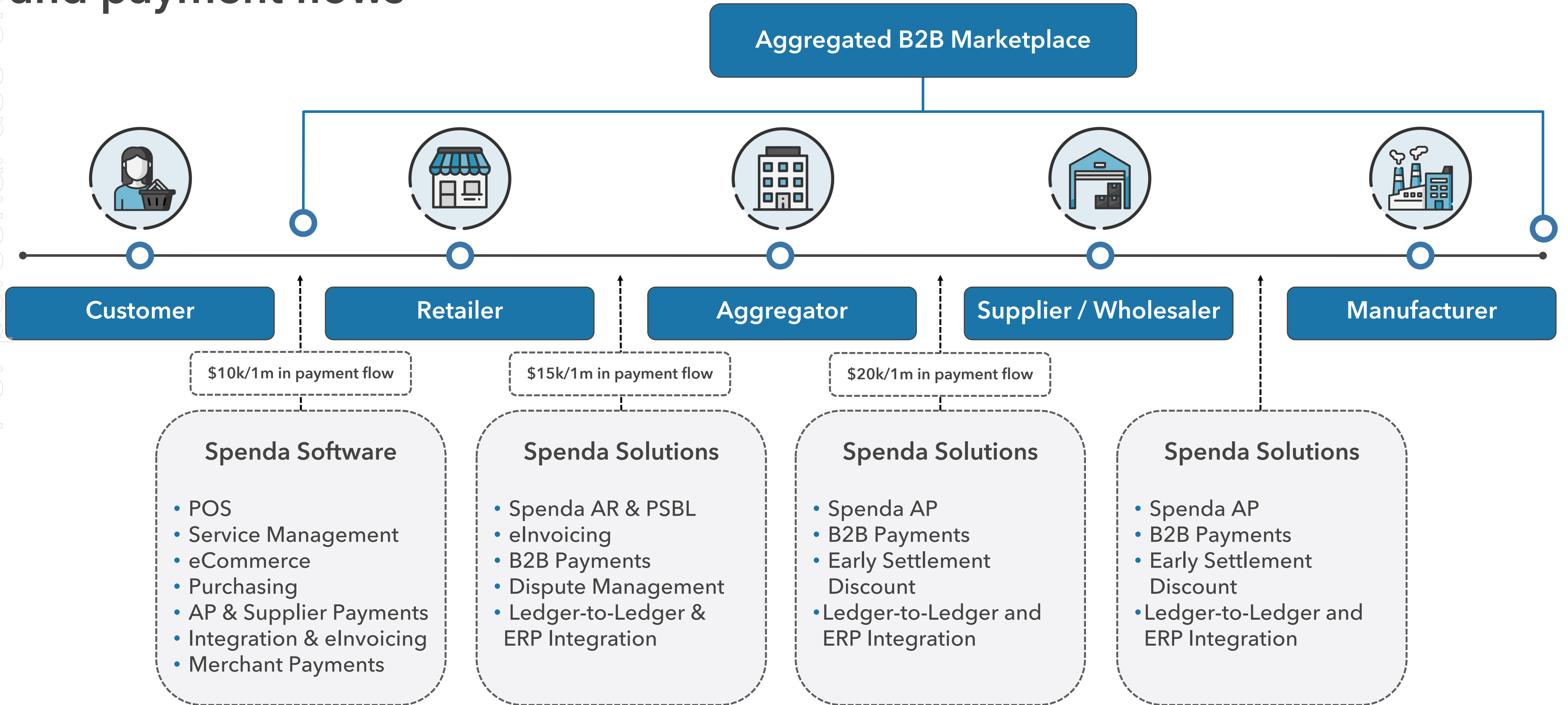
- 01** Combines five vendors into one solution, leading to diversified revenue streams and de-risked overall implementation for a network of trading parties
- 02** End-to-end software integration through the supply chain enables long term customer contracts with low customer churn and high barriers to entry
- 03** Ledger-to-ledger integration reduces administration costs and improves operational efficiency for all trading clients
- 04** Scalable solution with layered revenue streams over time, including from SaaS, both B2B and B2C payments and B2B supply chain finance
- 05** Captures transactions and payments through the value chain, including new virtual card product, with the ability to retain the large payment flow of end-consumers at a low cost of acquisition





# Solution segments and payment flows

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**CARPET COURT**

DREAM IT. STYLE IT. LIVE IT.

## Five-year exclusive agreement with Carpet Court

- Carpet Court is the largest floor covering specialist in Australia, with a growing network of 205 franchised stores
- Carpet Court has a presence in every State and Territory with annual retail sales of ~\$500m.

### Scaling up payment flow

- Roll out of Spenda's payments infrastructure between Head Office and the network of 205 franchise stores (buyers)
- All of the payment flow from the 205 stores to Carpet Court's National Support Centre are processed through the Spenda platform
- Payments between the store network and Carpet Court's Head Office are currently \$240m per annum (~\$20m per month)
- Five-year exclusive agreement for Spenda to provide working capital finance (extended credit) to Carpet Court's stores
- Spenda will receive multiple revenue streams including SaaS fees, transaction-related payment processing fees, and funding fees on extended credit for stores
- Both B2B and B2C payment volumes and revenues are expected to scale further



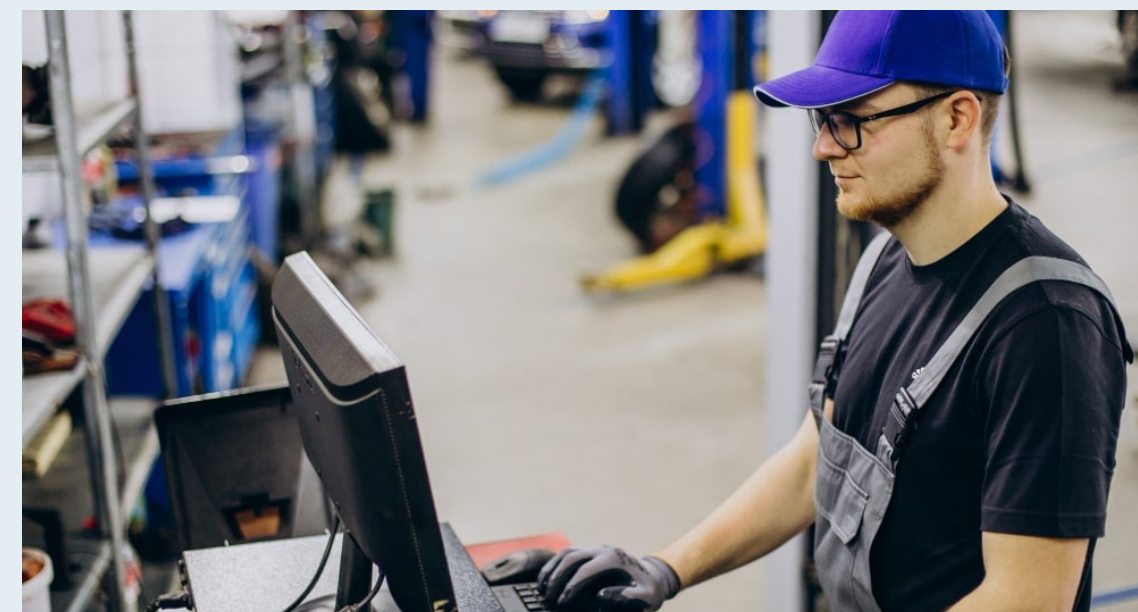


# Ten-year service agreement with **Capricorn**

- Capricorn is a member-based organisation established in 1974 to primarily support businesses in the automotive industry
- The network consists of over 26,000 Members and more than 2,000 preferred Suppliers in every State and Territory in Australia and New Zealand
- Capricorn's Members purchase ~\$270m per month in parts from the approved Supplier network

## Commercial launch expected in early 2024

- In May 2023, Spenda was selected as Capricorn's preferred supplier to deliver the first phase of its Digital Service Delivery (DSD) initiative. Proof of Concept completed in Dec 2023
- The DSD initiative is a significant and strategic project that upgrades the payments infrastructure to Capricorn's Member & Preferred Supplier network
- In December 2024, Spenda signed a 10-year Master Service & License Agreement (MSLA) with Capricorn
- The onboarding of customers is expected from mid 2024 and Spenda expects to generate a minimum of \$2m in revenue from software and services in 2024
- Cornerstone investment terms agreed, for up to 593m shares (13.75%) via a private placement at \$0.0121 per share, to raise \$7.175m





# Spenda adds virtual cards to payments solution, in agreement with corporate payment expert, **AirPlus International**

- AirPlus International is a leading international provider of solutions in the corporate payment segment
- Around 53,000 corporate customers rely on AirPlus when it comes to paying for and analysing their business travel and other purchasing activities
- AirPlus is an issuer under the UATP and Mastercard card schemes

## Enables scalability in payments

- In November 2023, Spenda signed a payment processing agreement with AirPlus to jointly offer a virtual card product, which enables the generation of credit card numbers for specific purposes or durations
- The virtual Mastercard credit card product, backed by AirPlus, enables Spenda's clients to access funds for purchases via the Spenda AP and Payment widget software, thus increasing the flow of funds through Spenda's platform
- Enables scaling of client payment volumes by providing access to working capital from portable and flexible credit solutions
- Both parties are working together to develop a pipeline of opportunities to grow the virtual card product, both domestically and internationally







## Partner with eBev for payments in hospitality

- eBev is a software provider with a platform that enables licensed premises to order alcoholic beverages from eBev's approved catalogue
- eBev has over 2,500 licensed premises (buyers) purchasing through its platform
- Over \$13.6 billion in B2C and B2B payments through the end-to-end ecosystem annually.

### Scale up in 2H FY24 and FY25

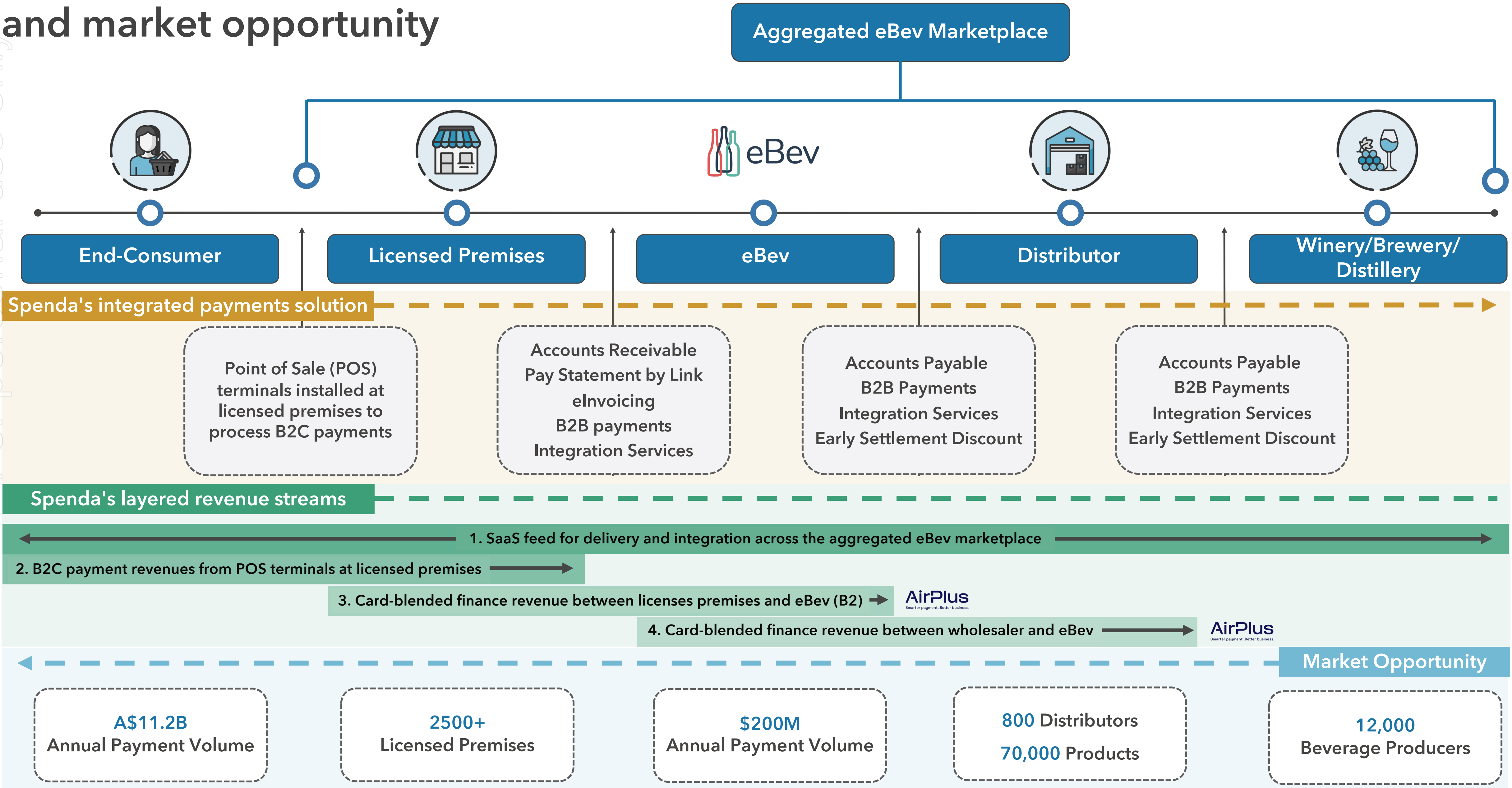
- Spenda and eBev will offer unique integrated payments solutions across the eBev marketplace
- This agreement outlines the first phase of the commercial rollout to 100 initial clients over three months
- Spenda will generate revenue from SaaS fees, B2C payment fees from retailer POS terminals, as well as B2B card-blended finance revenue, enabled by AirPlus
- Upon completion of the full commercial rollout, Spenda expects to generate a blended net revenue margin of 2-4% across the eBev marketplace on transactions that utilise Spenda's payments solutions





# eBev: Products, revenue flows and market opportunity

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# Delivering consistent increases in recurring revenue

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**Current base income**

Monthly  
\$284k  
  
Annual  
\$3,404k



Recurring revenue through Carpet Court

**Current contracts**

Head Office Software  
\$300k  
plus Payments on  
~\$20m/month

Plus B2C Payments, SOE Software  
and extended credit



Recurring revenue through Capricorn

**Current contracts**

DSD Software  
\$1.2m plus SaaS variable  
fee

Plus \$1.8m in build cost  
(inc POC)



**Current pipeline opportunities**

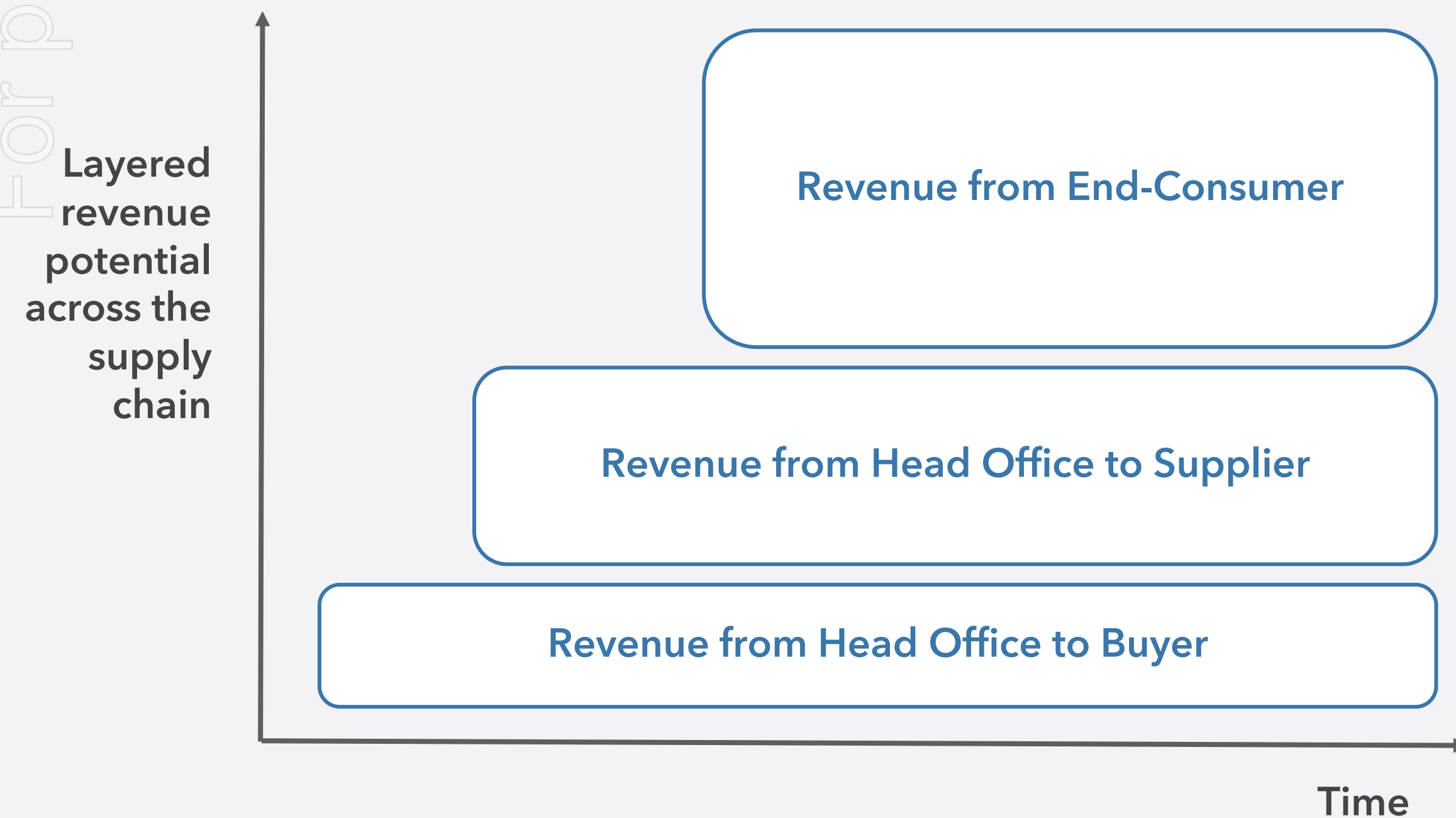
**New Business**

Recurring Revenue p/m	Current RR \$284k	+	Min RR \$50k	+	Min RR \$100k	=	Min RR \$434k + Payments + New Business
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# Layering revenue streams

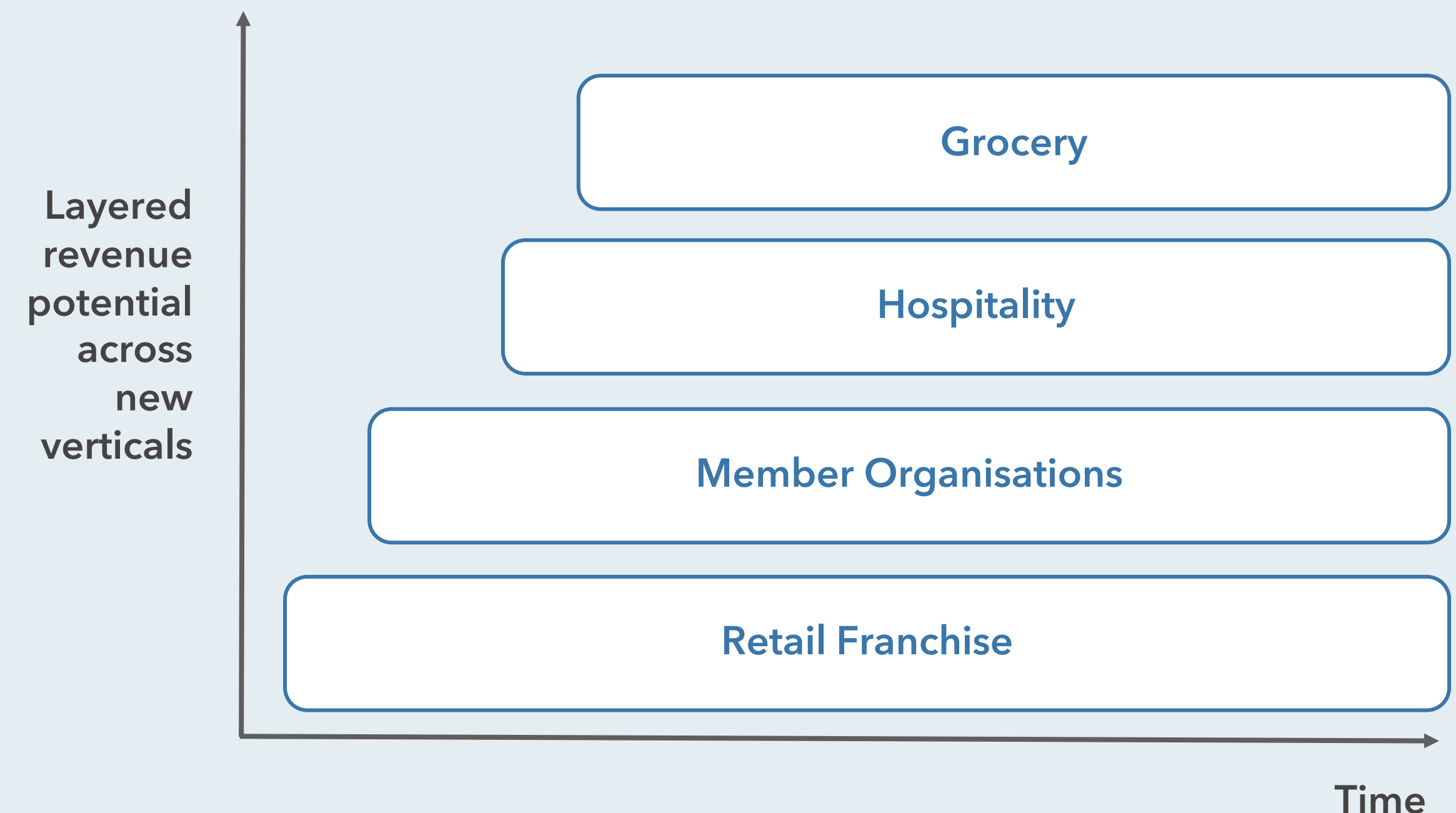
## Further penetration across the supply chain for each client

- Start with Head Office and payment flows to and from the buyer network
- Expand payment solutions to supplier network for early payment discounts
- Install POS terminals at retail transaction (either in-store or online) to capture payment flow from end-consumers
- The payment flow from end-consumers would generally be the largest component in a supply chain and grow over time



## Scalable growth across different industry verticals

- Initial commercial partnerships in retail franchise network (Carpet Court), an automotive member organisation (Capricorn) and a hospitality supply chain (eBev)
- Opportunities to expand into grocery





## Building foundation for **international expansion**

Spenda is establishing **international payment rails**, which provide the network infrastructure that allows all digital money transfers to be made between payers and payees, regardless of country, currency or digital payment method.

- **PayFac:** Spenda has a Payment Facilitator (PayFac) Agreement with Fiserv, which enhances the B2B and B2C payment rails and enables credit approval for both payments and lending in the same process.
- **AirPlus:** The agreement with AirPlus and the addition of virtual cards, enables cross-border opportunities and the delivery of international services which will enable Spenda to scale into larger facilities.
- **International expansion:** Subject to licensing, these services are transportable internationally enabling Spenda to offer its entire payments solution portfolio in any market.

**Initial focus for international expansion on Asia, and then US and Europe**

# Upcoming operational milestones in 2H FY24

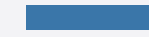
## Further penetration through Carpet Court supply chain

- Deliver POS terminals to franchise stores
- Increase B2C payment flow through network



## Commercial launch with Capricorn

- Continued work on DSD project
- Identification of new projects



## Global payments and entry into Asia-Pacific region

- Addition of international settlement rails and cross-border payments
- Launch of B2C and B2B payment services in Singapore



## Expansion of AirPlus

- Initial roll out of AirPlus facilities across customer base



## Roll out with eBev

- Integrating payments solutions into eBev platform
- Capture B2B payment flow
- Initial roll out of B2C payments



## On the path to profitability

- Maintain operating costs in FY24
- Revenue and earnings weighted to 2H FY24





# Thank you.

Approved by the Board of Directors

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